

COREISSUES

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work flexibility **by design**

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Fast Facts & Industry Stats

Economic Development in the Carolinas continues to be strong amid a nationally soft market. Both states have welcomed new business and industry, investing heavily into local communities and creating hundreds of jobs throughout the region. Here are just some of the companies that have recently relocated or expanded:

NORTH CAROLINA

Mack Trucks will be moving its headquarters to Greensboro as part of a corporate restructuring, further defining Triad as transportation industry hub. The move is expected to create 493 jobs and invest \$17.7 million in Guilford County during the next three years.

GE-Hitachi Nuclear Energy is expanding its New Hanover County nuclear operations headquarters. Nine hundred jobs new jobs are anticipated with this \$678 million capital investment.

Titan America LLC, a major cement manufacturer, is investing \$469 million into New Hanover County to create 161 new jobs.

Reliance Industries USA, Inc. will open its first North American manufacturing facility to produce a resin used in the production of plastic containers and specialty polyester yarns. This new \$215-million facility will bring 204 new jobs to the Kinston area.

Fountain Powerboats, Inc. is investing \$12 million to expand its Beaufort County manufacturing facilities, allowing the company to produce a new line of boats. Over 250 new jobs will be created.

Stanley Furniture, founded in 1924, is expanding to create 205 new jobs through a \$1.5 million investment in its Robbinsville location.

Merck & Co., Inc. is expanding its Durham vaccine manufacturing facilities with a significant \$300-million investment, creating 150 new biotech jobs.

SOUTH CAROLINA

Carolina AAC is locating a new manufacturing facility in Marion County where the company will produce Autoclaved Aerated Concrete (AAC) for commercial and residential use. The \$17-million capital investment will create up to 40 jobs, as well as become a catalyst for generating countless green industry construction jobs throughout the Southeast U.S., as its products are vital elements to LEED-certified projects.

Ahlstrom, a Finland-based company specializing in fiber-based materials, is expanding its non-woven textile facility. The \$16-million investment is expected to create 144 jobs in Kershaw County. Ahlstrom is a global leader in the development, manufacturing and marketing of high performance fiber-based materials used in a large variety of everyday products, such as filters, wipes, flooring, labels and tapes.

Kannapolis, NC welcomes The North Carolina Research Center (NCRC), a private-public venture created to foster collaboration and further advancements in the fields of biotechnology, nutrition and health. The first portion of this expansive campus, the David H. Murdock Research Institute (DHMRI), is scheduled to open in mid-2008. The visionary behind the NCRC is David H. Murdock, CEO of Dole Foods, whose \$1.5 billion investment opened the door to make the Kannapolis campus a reality.

According to the NCRC website, "The campus will offer more than a million square feet of state-of-the-art lab and office space, including the DHMRI, which houses one of the largest and most advanced scientific equipment collections of its kind anywhere in the world, including state-of-the-art technology in genomics, proteomics and metabolomics. Here, universities and private businesses will have the opportunity to test, explore and advance scientific knowledge across a variety of disciplines."

The NCRC campus will also include 160,000 square feet of medical office space, as well as experimental greenhouse facilities for use by tenant companies. Additionally, the ultimate project vision includes town homes and retail. Kannapolis and the surrounding communities are certain to experience significant positive impact from this biotech investment.

A Letter from the President

With the quarterly issuance of our new *CoreIssues* newsletter, I have the opportunity and privilege to address our esteemed chapter membership on a more regular basis (*Translation: I will keep it brief!*).

In my last note I commented on our chapter's recent explosive growth — and things are as good as ever. Attendance at our events continues to grow. Even our mid-summer's networking event, historically a difficult draw due to family vacations, had a very strong showing. Our recent educational event focusing on Bank of America's "My Work" program was an exceptional forum providing great dialogue, leading edge workplace concepts, and a very high level of professional cross training. CoreNet Global's Carolinas Chapter was also well represented as a volunteer force at this year's Presbyterian Criterium Men's and Women's Bike Race in Charlotte.

Finally, we were honored to host our Sponsor Appreciation Breakfasts, presenting each sponsor with a 2008 Sponsor plaque. This plaque is just a small token of our gratitude for their belief in what we are doing and their unwavering support in providing the necessary resources to get it done. Our 2009 Sponsor drive will be in full swing soon, and we look forward to continued support from our current Sponsors, as well as the opportunity to show new Sponsors the great value associated with being a part of CoreNet Global's Carolinas Chapter.

Have a great 4th quarter and I'll look forward to seeing you all at our upcoming events.

Warm Regards,



Philip H. Grossberg, LEED AP,
Senior Director - Corporate Real Estate, Time Warner Cable

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Working By Design:

Bank of America associates choose where and how they get the job done.

“My job satisfaction has increased ten-fold since joining My Work. The independence and flexibility it gives me have increased my productivity and given me a real sense of ownership and responsibility regarding my role.”

— A Very Happy Bank of America Associate

High gas prices and the quest for balancing work and family have led many workers to call for more flexibility from their employers. Working four 10-hour days or partial-week telecommuting are some examples of flex-work options offered in the marketplace today.

But Bank of America, the nation's largest bank, has gone beyond the traditional work options and is now creating a brand new culture of effectiveness. The My Work® program, established in 2004, allows eligible associates the flexibility to design a work style that best suits their specific situation. Associates exchange their traditional office or cubicle space for the ability to work from a variety of locations, including a primary site, other bank locations or from home.

Through an offering of workspace options, work practices and technology, My Work has shown a dramatic increase in associate satisfaction — a full 14-point increase. This type of result is not only a boon to associate retention, but also a must in recruiting the modern associate. The effects on productivity are equally positive, with time formerly spent commuting now being spent on work accomplishments. Bank of America My Work associates are also more satisfied, as the program eases the perpetual exertion it takes to balance work and family.

But productivity and associate satisfaction are just a part of the My Work program benefits. Bank of America is striving to reduce its real estate and energy costs — and that goal is being met. For each associate involved in the program, occupancy expenses are reduced by \$5500. Moreover, the community and the environment are impacted positively as well. Less office space being used means a significant reduction in energy consumption. And with an average

of over 100 commuting miles saved by participants in an average workweek, the results are lower carbon emissions (and a happier planet).

More than a flexible work program, My Work is a culture. And it's steadily growing, with 7300 eligible associates currently enrolled and plans for continued aggressive adoption.

My Work is a good thing — for Bank of America, its associates, the customers, the community and the environment. *So it's really a win-win-win-win-win situation, isn't it?*

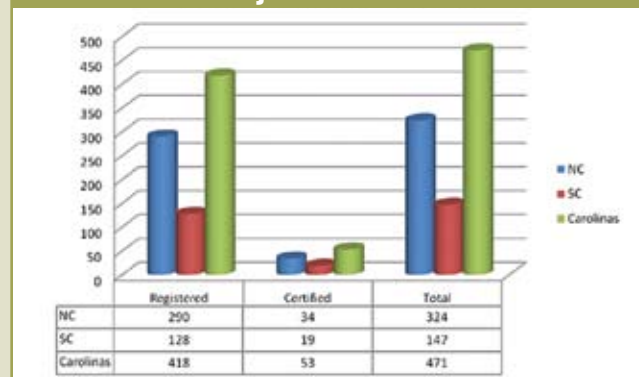


LEED Project Surge in the Carolinas

As a follow-up to last quarter's feature article on the benefits of commercial development "going green", it is exciting to note that the Carolinas are currently home to a significant number of LEED-Registered and LEED-Certified projects.

According to the U.S. Green Building Council, "The Leadership in Energy and Environmental Design (LEED) Green Building Rating System™ encourages and accelerates global adoption of sustainable green building and development practices. LEED is a third-party certification program and the nationally accepted benchmark for the design, construction and operation of high performance green buildings." To receive LEED certification, a building must meet rigorous criteria in five categories: sustainable site development, water conservation, energy efficiency, conservation of materials and resources, and indoor environment quality.

LEED Projects in the Carolinas





Reaching Out, **Making a Difference**

The CoreNet Global Carolinas Chapter is dedicated to professional education and valuable networking. But in addition to our focus on industry improvement, CoreNet Global is proud to regularly turn our attention outward to impact our community.

Last month our chapter supported The Brain Tumor Fund for the Carolinas as it sponsored the Presbyterian Criterium Men's and Women's Bike Race in downtown Charlotte. Numerous volunteers served as course monitors during the August 2nd race, which featured a men's 50-mile twilight criterium and a women's 25-mile criterium. This event is part of the USA Cycling's National Racing Calendar and attracted professional riders from around the world.

The CoreNet Global Carolinas Chapter volunteers joined a group of veteran volunteers to help direct crowds safely at crosswalks, giving us an upfront view of the race! The women's 25-mile race included 51 riders, with

Katharine Carroll of Aaron's Professional Women's Cycling Team winning by approximately 15 seconds. The men's 50-mile race had 51 riders as well, and the winner by a bike length and a half was Alejandro Borrajo, of the Colavita-Sutter Home Team.

A very special thank you to **the event volunteers**

Barbara Briccotto of Gresham, Smith and Partners

Steve Garrett of CB Richard Ellis and his son Alex Garrett

Suzanne Jacobs of Time Warner Cable

Lucinda Sexton of RPA Design

Bob Carter of Alfred Williams & Company and his wife **Myra Carter**

Don Porter of RS&H and his daughter **Kaytee Porter**



Amy Luciani of Jones Lang LaSalle and her husband **Ron Luciani**

Whitney Pelton of Alfred Williams & Company



Outreach Events for the **Upcoming Months**

The CoreNet Global Community Reinvestment Committee

has chosen several outreach events for the upcoming months. Please volunteer your time...and make a difference.

November 8, 2008

Charlotte YMCA "Makeover Challenge"

This annual one-day event focuses on transforming a local facility's environment to result in a positive impact on the community. This year's facility is the Simmons YMCA, which is located in a challenged area plagued by gangs and crime. Our goals include converting the existing two full tennis courts into an outdoor basketball court and a playground for various activities such as four-square and hop scotch. We will also repaint the existing outdoor pool and replace the wood on an existing outdoor set of wood stairs.

Contact: Suzanne Jacobs: Suzanne.Jacobs@twcable.com

December 3, 2008

Toys for Tots Toy Drive

This toy and donation drive will coincide with the Charlotte networking event. Please look for upcoming details.

Contacts: Suzanne Jacobs: Suzanne.Jacobs@twcable.com
Barbara Briccotto: barbara_briccotto@gspnet.com

December 12, 2008

The Salvation Army's Holiday Angel Tree Program

This program provides new clothing or toys for children of needy families. Our chapter will place a Christmas tree in a secure, high-pedestrian traffic area or lobby. The tree will be decorated with numbered paper angel tags, each with the first name, age and gender of a child who will receive the gift. Contributors remove one or more tags from the tree and purchase appropriate gifts for the child or children described on the tags. We will sponsor twenty kids in the Raleigh, NC area. Please look for upcoming details of this event.

Contacts: William Parker: wparker@nortel.com
Amy Luciani: amy.luciani@am.jll.com

What's your passion?

If you have an idea for an outreach project, or are inspired by a particular cause, please let us know!

Contact William Parker at wparker@nortel.com

Carolinas CoreNet Sponsor Spotlight

Platinum Sponsor: NAI Southern Real Estate

NAI Southern Real Estate, founded in Charlotte in 1899, is one of North Carolina's oldest active real estate firms and is a member of the NAI Global Network of Companies. NAI Global covers the Carolinas with offices in Raleigh, Greensboro and Charlotte, as well as Greenville, Columbia and Charleston. NAI Southern provides a full range of real estate services for clients in the 16-county region making up the Charlotte Regional Partnership.

NAI Global ranks among the largest commercial real estate service providers worldwide, and with 375 offices in 55 countries and a staff of 8,000 professionals, it is also the world's only managed network. Completing more than \$45 billion in transactions in 2007, NAI Global provides property management services for more than 250 million square feet of industrial and office space, and maintains a dedicated core staff around the world to manage and support our global network.

In the Charlotte Region, NAI Southern is the largest privately owned real estate firm and one of the largest brokerage practices in the Charlotte marketplace, managing more than 6 million square feet of industrial and office space. NAI Southern has active practices in the fields of office leasing and sales, industrial leasing and sales, land acquisition and disposition, medical office, retail leasing and investment sales.

David Goode, Vice Chairman of NAI Southern Real Estate, is the point of contact with the Carolinas Chapter of CoreNet Global and has been involved with CoreNet and its predecessor NACORE for over 20 years. NAI Southern has been privileged to provide real estate services for many of the corporations who have anchored Charlotte's growth over the past century, and today continues to provide a high level of service to many of these same companies, including Ruddick Corporation, Novant Healthcare, Wachovia Bank, Duke Energy and Coca-Cola Bottling Co. Consolidated.



260 Peachtree Street NW
Suite 1500
Atlanta, GA 30303

Carolinas CoreNet Calendar Events

October 28th

Education Event Raleigh "Roundtable"

November 8th

Community Outreach, *Simmons YMCA*

November 9th-11th

CoreNet Global Summit, *Orlando*

November 19th

Networking Event, *Greenville*

December 3rd

Networking Event, *Charlotte*